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Message Text

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42
ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 /013 W
---------- 016286
P 061532Z DEC 76
FM AMEMBASSY MOSCOW
TO USIA WASHDC PRIORITY
INFO SECSTATE WASHDC PRIORITY 1787
AMCONSUL LENINGRAD PRIORITY

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USIA FOR IEU, ICS/E; STATE FOR EUR/SOV; P&C/LENINGRAD

E.O. 11652: N/A
TAGS: OEXC, UR
SUBJECT: PHOTOGRAPHY USA EXHIBIT

REF: (A) USIA 35386; (B) USIA 35464; (C) MOSCOW 18361

1. LASTEST CHAPTER IN CONTINUING SAGE OF LAST THREE CITIES FOR PHOTOGRAPHY USA WAS DECEMBER 6 MEETING BETWEEN BENSON, HARROD, QUINN AND CHAMBER'S OGANESYAN, SOL'NTSEV, GOTSOULIAK, KUZMENKO, PETROVA. TONE OF SESSION MOST REFRESHINGLY BUSINESSLIKE AND FREEWHEELING, UNLIKE RECENT DEAD-ENDS WITH YAKOVLEV.

2. VIP FOR TBILISI: OGANESYAN INQUIRED ABOUT OFFICIAL US REPRE-SENTATIVE FOR DECEMBER 27 OPENING IN TBILISI, STRESSING THAT SOVIET SIDE NEEDED KNOW SOONEST TO DETERMINE LEVEL OF SOVIET REPRESENTATION. BENSON NOTED DIFFICULTIES RELATING TO PROXIMITY OF CHRISTMAS HOLIDAYS, BUT SAID EMBASSY WOULD IMMEDIATELY PURSUE MATTER WITH WASHINGTON. ACTION: REQUEST AGENCY AND DEPT. ADVISE ASAP ON IDENTITY USG REPRESENTATIVE FOR TBILISI OPENING.

3. CLOSED CITY ISSE: BENSON RECAPPED U.S. POSITION ON CLOSED CITIES, MENTIONING KUYBYSHEV, SARATOV, GORKIY, AND NOTED THAT TIME IS SHORT AND BUREAUCRACY SLOW. OGANESYAN REPLIED THAT "WE KNOW YOUR DESIRES, BUT WHEN TI COMES TO HAVING THE CLOUT TO OPEN UP CLOSED CITIES WE (THE CHAMBER) ARE SOMEWHERE BACK IN LAST PLACEM". BOTH SIDES AGREED THAT WHILE QUESTION OF CLOSED CITY
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STILL FORMALLY OPEN AND WOULD BE OF FRONT-RANK IMPORTANCE

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WITH UPCOMING AGRICULTURE SHOW, PRACTICALITY DICTATED DISCUSSION
OF ALTERNATIVES FOR PHOTOGRAPHY.

4. LENINGRAD: BENSON MENTIONED STRONG DESIRE OF CONSULATE GENERAL
TO HAVE PHOTOGRAPHY IN LENINGRAD. CONGEN PREPAPRED TO PRESS ISSUE
WITH LENINGRAD CITY AUTHORITIES IF CHAMBER GUARANTEES TO
SUPPORT THROUGH ITSCHANNELS. OGANESYAN OBSERVED THAT
LENINGRAD AUTHORITIES HAD SAID THEY "DON'T WANT TO BE BOTHERED"
WITH ANYTHING NOT CONNECTED WITH CELEBRATIONS OF 60TH ANNIVERSARY OF
REVOLUTION AND HAD ALREADY STIFF-ARMED CHAMBER ON ONE INTER-
NATIONAL TRADE FAIR CHAMBER HAD WANTED TO PUT ON IN LENINGRAD.
BUT, SAID OGANESYAN, "WE ARE YOUR ALLIES." THE CHAMBER, HE
EMPHASIZED, "STANDS WITH YOU ON THIS. WE WILL DO EVERYTHING
WE CAN TO SUPPORT YOU AND WE WILL TALK TO THOSE IN MOSCOW WHO
MAY HAVE SOME LEVERAGE WITH THE LENINGRAD CITY AUTHORITIES."
BENSON SAID HE WOULD SO INFORM NEUBERT. BUT DESPITE STRONG
LANGUAGE, OGANESYAN AND OTHER CHAMBER OFFICIALS PRESENT SEEMED
UNCONVINCED THAT PRESSURE WOULD CHANGE MINDS OF LENINGRAD POWER
STRUCTURE.

5. DECEMBER 16 DEADLINE: BENSON TOLD OGANESYAN THAT IN ANY
EVENT, WE NEEDED CONFIRMATION ON FOURTH CITY, WHATEVER IT MIGHT
BE, BY DECEMBER 16 FOR PLANNING PURPOSES AND TO ENSURE
RECRUITMENT OF GUIDES (REFTEL A). OGANESYAN REPLIED THAT THIS
WAS "UNREALISTIC" AND THAT "IT SIMPLY WON'T HAPPEN IN TEN DAYS'
TIME." HE SAID CHAMBER WOULD USE ALL CHANNELS AT ITS COMMAND --
"PERSONAL CONTACT, FRIENDS" -- AND THAT HE, OGANESYAN, MIGHT MAKE
AT RIP TO LENINGRAD HIMSELF. BUT WE WOULD NOT BE HEARING ANYTHING
BY DECEMBER 16. "HOPEFULLY WE'LL HAVE SOMETHING BEFORE THE
OPENING IN TBILISI," HE VENTURED.

6. NOVOSIBIRSK: GOTSOULIAK REPEATED EARLIER WARNING (REFTEL C)
THAT NOVOSIBIRSK AUTHORITIES NOT WELL-DISPOSED TOWARD EXHIBIT
AFTER PULL-OUT IN SEPTEMBER-OCTOBER. "I REALLY DON'T LOOK FOR-
WARD TO RAISING THIS BUSINESS WITH THEM AGAIN," SHE SAID.
QUINN THEN OBSERVED THAT USING DOME BACK-TO-BACK IN
NOVOSIBIRSK AND MOSCOW BOTH (REFTEL C) WOULD SERIOUSLY COMPLICATE
SITUATIONBY ADDING MINIMUM 10-14 EXTRA DAYS TO SCHEDULE TO
DISMANTLE DOME IN NOVOSIBIRSK AND ERECT IT IN MOSCOW BEFORE
EXHIBIT SET-UP LATTER CITY COULD COMMENCE. DELAY WOULD ADD ABOUT
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$20,000 TO BUDGET AND HE THUS FELT IT UNWISE TO PLAN TO HAVE
DOME IN TWO CONSECUTIVE CITIES. SINCE
CHAMBER FLATLY SAID NO PAVILION WOULD BE AVAILABLE IN MOSCOW,
DOME WOULD IN ANY CASE BE A MUST IN THAT CITY. ADVISE AGENCY
VIEWPOINT ON ADDITIONAL TIME, COST ASAP.

7. ALTERNATIVES: DISCUSSION THEN CENTERED AROUND OPTIONS IF
LENINGRAD AND/OR NOVOSIBIRSK FELL OUT OF PICTURE FOR WHATEVER

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RASON. CHAMBER INITIALLY PROPOSED OL STANDBY CITIES OF BAKU AND UFA. OGANESYAN SUPPORTED BOTH PLACES, SAYING BAKU AUTHORITIES HAD ALREADY ASKED CHAMBER TO MAKE MORE EXHIBITS AVAILABLE TO THEM AND UFA PARTY BOSS WAS WELL-DISPOSED TOWARD VENTURES OF THIS KIND. BENSON RESTATED EMBASSY VIEW THAT U.S. SIDE PREFERRED OTHER CITIES BUT WOULD CONSIDER BAKU AND UFA IF NOTHING ELSE AVAILABLE. THINKING OUT LOUD, OGANESYAN THEN CAME UP WITH SOCHI AND VLADIVOSTOK. FIRST WOULD REQUIRE DOME BUT IS LOCATED IN MILDER CLIMATE AND IS PRIME RESORT AREA "WHERE PEOPLE FROM ALL OVER THE COUNTRY COME TO VACATION." SECOND IS CLOSED CITY BUT CHMABER HAS OPENED OFFICE THERE AND IS GEARING UP FOR EXHIBIT OPERATIONS. BOTH SIDES OBSERVED THAT VLADIVOSTOK WOULD BE WORTH CONSIDERING AS FINAL CITY SINCE EXHIBIT COULD BE DIRECTLY OUTSHIPPED BY SEA. CHAMBER OFFERED FOLLOWING TENTATIVE SCENARIOUS IN EVENT BOTH LENINGRAD AND NOVOSIBIRSK NOT POSSIBLE: (A) SOCHI OR BAKU, THEN UFA, THEN MOSCOW; (B) BAKU OR UFA, THEN MOCOW, THEN VLADIVOSTOK. DOME WOULD NOT HAVE TO BE USED BACK-TO-BACK IN EITHER CASE.

8. COMMENT: REALISTICALLY, CLOSED CITY SEEMS OUT OF PICTURE, ALTHOUGH OGANESYAN DID SAY HE WOULD REMINDPITOVRANOV OF LATTER'S SUGGESTION OF SARATOV. WE ARE STILL PUSHING FOR LENINGRAD, AND FOR THAT MATTER NOVOSIBIRSK IF TECHNICAL PROBLEMS RELATED TO DOME (PARA 6, ABOVE) CAN BE RESOLVED. SOCHI WOULD BE INTRIGUING POSSIBILITY, HOWEVER. GOTSOULIAK SAYS SHE AND MIKE HOFFMAN DID SITE SURVEY THERE SOME YEARS BACK. DOES AGENCY HAVE ANY RECORD? WE WOULD JUMP AT VLADIVOSTOK FOR SIXTH CITY, BUT FEEL OGANESYAN MAY BE GOING BEYOND THE BOUNDS OF THE ATTAINABLE IN RAISING POSSIBILITY SHOWING IN THIS CITY. BAKU WAS VERY HOSPITABLE TO TAH EXHIBIT AND UFA HAS IT MERITS, BUT BOTH ARE CLEARLY IN THE BACK-TO-THE-WALL CATEGORY. SINCE OUR BACKS ONLY CENTIMETERS AWAY FROM WALL RIGHT NOW, HOWEVER, WE ARE FORCED TO GIVE THEM SOME THOUGHT. IN ANY EVENT, EMBASSY FEELS
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CONFIDENT PHOTOGRAPHY USA WILL BE OPENING SOMEWHERE IN EARLY MARCH, ALTHOUGH OUR GUESS IS THAT OFFICIAL OPENING MORE LIKELY ON OR ABOUT MARCH 10 THAN MARCH 5 DATE AGENCY PROJECTED (REFTEL B), UNLESS FOURTH CITY IS BAKU OR SOCHI; SHORT SHIPPING DISTANCE TO LATTER CITIES WOULD MOVE OPENING CLOSER TO BEGINNING OF MARCH. THUS, IN EMBASSY'S VIEW, AGENCY WOULD BE TAKING ACCEPTABLE RISK IN GOING AHEAD WITH NOTIFICATION LETTERS TO GUIDES (REFTEL A) O/A DECEMBER 17.
MATLOCK

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